

## ASSIGNMENT 6

Textbook Assignment: Chapter 8, pages 8-1 through 8-15.

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|---|---|
| <p>6-1. Using numerical goals only to judge performance may cause which of the following results?</p> <ol style="list-style-type: none"> <li>1. Long-term thinking</li> <li>2. More focus</li> <li>3. Blindness to customer concerns</li> <li>4. More accurate accounting</li> </ol>  | <p>6-7. Which of the following activities should be entered on the station planner?</p> <ol style="list-style-type: none"> <li>1. Training</li> <li>2. MEPS trips</li> <li>3. Itineraries</li> <li>4. All of the above</li> </ol>   |
| <p>6-2. Quality leadership emphasizes results by working on which of the following areas of concern?</p> <ol style="list-style-type: none"> <li>1. Methods</li> <li>2. Statistics</li> <li>3. Recruiter's efforts</li> <li>4. Administration</li> </ol>   | <p>6-8. Initial input for planning prospecting on the station planner should come from which of the following individuals?</p> <ol style="list-style-type: none"> <li>1. Recruiter</li> <li>2. RINC</li> <li>3. ZS</li> <li>4. CR</li> </ol>  |
| <p>6-3. The Enlisted Recruiting Personnel Management System (ERPMS) is designed to fulfill which of the following objectives?</p> <ol style="list-style-type: none"> <li>1. Provide a paperwork trail for accountability</li> <li>2. Allow the RINC to manage and control available assets to achieve goal</li> <li>3. Allow the RINC to compare recruiters' performances</li> <li>4. Identify market trends</li> </ol> | <p>6-9. Prospecting plans should be based on which of the following criteria?</p> <ol style="list-style-type: none"> <li>1. What the recruiters feel they can accomplish</li> <li>2. What the recruiters have previously accomplished</li> <li>3. What the RINC feels the recruiters can accomplish</li> <li>4. District averages for past performance</li> </ol> |
| <p>6-4. Input for the ERPMS is provided by which of the following functions?</p> <ol style="list-style-type: none"> <li>1. RINC observations</li> <li>2. Daily production reviews</li> <li>3. ZS analysis</li> <li>4. STEAM</li> </ol>  | <p>6-10. Station planners should be maintained for what minimum period of time?</p> <ol style="list-style-type: none"> <li>1. 1 year</li> <li>2. 2 years</li> <li>3. 6 months</li> <li>4. 9 months</li> </ol>   |
| <p>6-5. The station planner is prepared at which of the following times?</p> <ol style="list-style-type: none"> <li>1. Last working day of the week for the following week</li> <li>2. First working day of each week</li> <li>3. First working day of the month</li> </ol>   | <p>6-11. ZSs should review and initial the station planner at which of the following times?</p> <ol style="list-style-type: none"> <li>1. Weekly</li> <li>2. Monthly</li> <li>3. During the first station visit each month</li> <li>4. During each station visit</li> </ol>   |
| <p>6-6. Planner preparation should be standardized throughout the nation?</p> <ol style="list-style-type: none"> <li>1. True</li> <li>2. False</li> </ol>   |   |

- 6-12. The RINC should ensure that no-show appointments are recontacted for a new appointment and the time period is used for which of the following activities?
1. Phone prospecting only
  2. The same mode of prospecting used to set the original appointment only
  3. Any prospecting activity
  4. Administrative duties
- 6-13. The RINC's applicant log should contain the names of which of the following individuals?
1. Those interviewed and tested only
  2. Those interviewed and determined fully eligible only
  3. Those interviewed as the result of prospecting activity only
  4. Both prospected and non-prospected interviews
- 6-14. The ZS applicant log should contain the names of which of the following individuals?
1. Both prospected and non-prospected interviews
  2. Applicants from the station logs who are eligible and consenting to processing only
  3. All eligible applicants from the station log
  4. All of the above
- 6-15. RINC's should NOT provide input to the ZS applicant logs by which of the following means?
1. Telephone
  2. In person
  3. Telecopier
- 6-16. Applicant logs can be used to evaluate which of the following systems?
1. School canvassing
  2. Itineraries
  3. DEP leadership
  4. All of the above
- 6-17. During applicant log review, you note that applicant quality is not sufficient to meet station goal. You should schedule training in which of the following areas?
1. Prospecting
  2. Itinerary development
  3. Loading working ticklers
  4. Interview techniques
- 6-18. If an applicant log shows that every interview results in a contract, which of the following conditions may exist?
1. Contracts may not be the result of prospecting
  2. All interviews are not documented
  3. Both 1 and 2 above
  4. The station personnel have perfect selling skills
- 6-19. If too much time is lost between the initial interview and processing, applicants may be lost. Which of the following statements represents a good processing rule to follow?
1. Applicants should be under contract within 48 hours of the initial interview
  2. Applicants should be under contract within 72 hours of the initial interview
  3. Applicants should be under contract within 1 week of the initial interview
  4. Applicants should be under contract within 2 weeks of the initial interview
- 6-20. Which of the following documents provides a baseline of information for the RINC and ZS to establish a prospecting plan?
1. The applicant log
  2. The PATE sheet
  3. The station planner
- 6-21. PATE sheets use activity from what specific period of time to develop averages required per contract?
1. 1 month
  2. 2 months
  3. 3 months
  4. 4 months
- 6-22. Completed PATE sheets are maintained in which of the following locations?
1. The back of the current month's applicant log
  2. The back of the first week's station planner
  3. The station SSIC file
  4. The RINC's working tickler
- 6-23. The RINC and ZS use the PATE sheet for which of the following activities?
1. Planning
  2. Evaluation
  3. Analysis
  4. All of the above

- 6-24. The PATE sheet should be used to accomplish which of the following functions?
1. Identify the cause of problems
  2. Identify possible problem areas
  3. Identify the weakest recruiter
- 6-25. Monthly Planners, NAVCRUIT Form 5220/1, are maintained by which of the following personnel?
1. CR only
  2. CR and ZS only
  3. CR, ZS, and NF/RZ recruiter
- 6-26. Which of the following considerations should you make first when preparing your ZS monthly planner?
1. Your personal schedule
  2. Your zone's needs
  3. Scheduled meetings
  4. Leave and liberty
- 6-27. Daily production reviews should be conducted at the end of each day or before the start of the next work day.
1. True
  2. False
- 6-28. The DPR should be conducted in which of the following formats?
1. One-on-one only
  2. No more than two recruiters at a time
  3. Simultaneously for all recruiters
  4. Any of the above
- 6-29. Prospect cards for no-show appointments that decline to reschedule should be checked for which of the following documentation?
1. The want and need
  2. Complete blueprinting
  3. The objection
  4. The DBM
- 6-30. Prospect cards where the recruiter contacted someone other than the prospect should contain which of the following documentation?
1. Best time to contact the prospect
  2. Blueprinting attempts
  3. Referrals requested
  4. All of the above
- 6-31. If an itinerary was conducted, the DPR should include which of the following information?
1. A review of each stop
  2. An overview of the itinerary
  3. A review of productive stops only
  4. A review of schools visited only
- 6-32. As you summarize the DPR, which of the following techniques should you use?
1. Provide general direction for future activities
  2. Provide precise direction for future activities
  3. Reinforce what has not been accomplished
  4. Reinforce each negative aspect of the DPR
- 6-33. Every DPR should end on a positive note to help the recruiter maintain a positive self-image.
1. True
  2. False
- 6-34. Which of the following statements represents the philosophy you should follow for ZS production reviews with RINCS?
1. Standardize your DPR for all stations
  2. Be as detailed as possible with all stations
  3. Assume RINCS have taken care of all processing problems
  4. Tailor each DPR to the experience and skill level of the RINC
- 6-35. Which of the following questions should the ZS ask RINCS last in station DPRs?
1. How many contracts are you going to write for the month?
  2. Can you overship for the zone?
  3. What do you need and how can I help you?
  4. What are you going to do different tomorrow?
- 6-36. The PRIDE system is used for which of the following purposes?
1. Classification
  2. Accounting and analysis
  3. Communications
  4. All of the above

6-37. Which of the following programs provide classifiers with enlistment program availability for USN programs?

1. CRGOAL
2. CAGOAL
3. CLASP
4. OCEAN

6-38. Which of the following programs is used to make actual reservations for seats once an applicant agrees to a program?

1. CAGOAL
2. CLASP
3. OCEAN
4. ONBRD

6-39. Accession file report programs are updated based on which of the following inputs?

1. Reservations and cancellations made with CLASP
2. Goals input through special function programs
3. Both 1 and 2 above
4. CHNAVPERS input

6-40. The SOLD report run at the end of the day will show which of the following information?

1. All new contracts for the day only
2. All new contracts and reclassifications for the day only
3. All new contracts, reclassifications, and attrites for the day
4. Previous days contracts, reclassifications, and attrites

6-41. Which of the following programs is considered to be the number one management tool in recruiting?

1. CLASP
2. NETCON
3. NEWZ
4. QUEST

● In answering questions 42 through 46, refer to the sample NETCON (fig 8-4) on page 8-13 of the text.

6-42. How many contracts did this district write yesterday?

1. One
2. Six
3. Eight
4. Nine

6-43. What is the shipping goal for the month of January?

1. 48
2. 113
3. 161
4. 165

6-44. How many more male upper mental group contracts need to be written to attain this month's goal?

1. 20
2. 22
3. 32
4. 58

6-45. What percent of the March shipping goal has been placed in DEP so far?

1. 61.7
2. 65.0
3. 73.0
4. 79.5

6-46. Before start of business this month, how many shippers had been contracted for the month of December?

1. 125
2. 130
3. 135
4. 160

1 In answering questions 47 through 50, select the PRIDE program described in the question.

6-47. The program that shows DEP quality for in-month and out 12 months and all in-month new contracts by quality.

1. ACCQAL
2. DEPQAL
3. DEPFY
4. REPORT

6-48. The program used to evaluate in-month accession quality, showing the numbers shipped and left to ship for the month.

1. ACCQAL
2. DEPQAL
3. DEPFY
4. REPORT

6-49. The program used to show quality for the current or next fiscal year.

1. ACCQAL
2. DEPQAL
3. DE PQFY
4. REPORT

6-50. The program that shows applicants scheduled to ship by cycle.

1. ACCQAL
2. DEPQAL
3. DE PQFY
4. REPORT

6-51. The NEWZ program provides which of the following information?

1. CNRC policy changes
2. Waiver status
3. Urgent information from Areas
4. All of the above

6-52. Recruiters must be entered in which of the following program files before they write a contract?

1. REPORT
2. PERSON
3. ONBRD
4. CONTRACT

6-53. Of the following programs, which lists attrites by name?

1. ATRRPT
2. ATRSEE
3. ATTRITE
4. QUEST

6-54. Applicants who have multiple reservations and those who have been in DEP over 1 year will be shown on which of the following programs?

1. ATRRPT
2. ATRSEE
3. QUEST
4. RESCYC